



Diana Trail  
Promotion Coordinator/2110  
P.O. Box 2859  
Winston-Salem, NC 27102  
(910) 741-6099  
(910) 741-6271 (FAX)

November 5, 1997

To: 1310, Attention: Audrey Lennon  
1610, Attention: Judy Campbell  
1710, Attention: Lu Ann Heath  
1810, Attention: Dara Gronos  
2210, Attention: Kathy Anderson  
2310, Attention: Patty Hill  
2910, Attention: Trish Kinser  
6910, Attention: Deania Buwalda

Re: **Sleeve Transfer Requests - Winston B2G .70 Off - Promo #800008**  
**Item #536285**

Following is a chart outlining product transfers between our Regions. Appropriate sleeve quantities are indicated with each transfer made. Please transfer the balance to the Winston-Salem Region (21XX) at your earliest convenience. As information, I have transferred sleeves to your region if a negative balance is indicated.

Region	# Cases Transferred to 21XX	# Cases Transferred From 21XX	# Sleeves to 21XX	# Sleeves from 21XX	Balance (Transfer to 21XX)
13XX	2	0	15	0	15
16XX	0	8	0	✓ 60	-60
17XX	10	0	75	0	75
18XX	8	64	60	480	-420
22XX	36	100	270	750	-480
23XX	2	8	15	60	-45
29XX	198	274	1485	2055	-570
69XX	12	14	90	105	-15

Please advise when transfers are complete.

Thank you for your assistance.

Sincerely,

*Diana*

Diana O. Trail

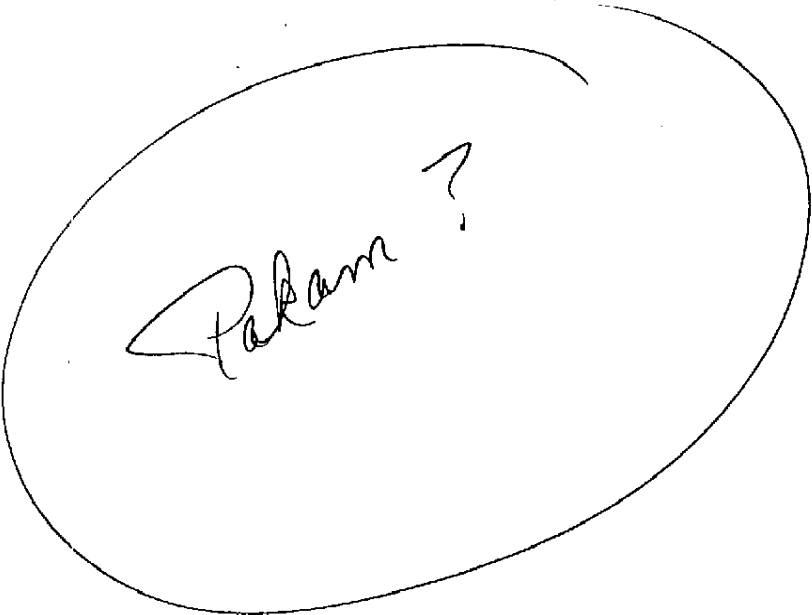
Route: GWO

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BPEN82MA

R. J. REYNOLDS TOBACCO COMPANY  
BUSINESS PLANNING AND EXECUTION  
PROMOTION SUMMARY REPORTPAGE: 1  
DATE: 97-10-28  
TIME: 02:48 PMPROMOTION : 800008 WIN B2G \$.70 OFF -JAN '98  
DRIVE PERIOD: 80100

	NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION				658	98,700
VAP					
CHAIN	1,947	2,080	41,600		
INDEPENDENTS	2,113	2,746	54,920		
VAP TOTAL	4,060	4,826	96,520		
NON-VAP					
CHAIN	88	95	1,900		
INDEPENDENTS	266	11	220		
NON-VAP TOTAL	354	106	2,120		
TOTAL CHAINS	2,035	2,175	43,500		
TOTAL INDEPENDENTS	2,379	2,757	55,140		
TOTAL ACCOUNTS	4,414	4,932	98,640		
				TOT COMMITTED:	98,640
				TOT REMAINING:	60



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R. J. REYNOLDS TOBACCO COMPANY  
BUSINESS PLANNING AND EXECUTION  
PROMOTION SUMMARY REPORTPAGE: 1  
DATE: 97-10-28  
TIME: 02:18 PMPROMOTION : 800008 WIN B2G \$.70 OFF -JAN '98  
DRIVE PERIOD: 80100

	NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION				658	98,700
VAP					
CHAIN	1,947	2,080	41,600		
INDEPENDENTS	2,114	2,475	49,500		
VAP TOTAL	4,061	4,555	91,100		
NON-VAP					
CHAIN	88	95	1,900		
INDEPENDENTS	265	9	180		
NON-VAP TOTAL	353	104	2,080		
TOTAL CHAINS	2,035	2,175	43,500		
TOTAL INDEPENDENTS	2,379	2,484	49,680	TOT COMMITTED:	93,180
TOTAL ACCOUNTS	4,414	4,659	93,180	TOT REMAINING:	5,520

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Std / Finkle  
~~Donnell~~  
Cap / Donnell, Indep  
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